

S.D.C. meet., 2/25/52 (cont.)

5021 Toronto.

Cost of \$3500 to 4000.

No.

46

1189 Waterloo, Ia.

1182

S.D.C. meet. - 3/26/52 (W.) - 9:15-11:50.

Pres. - L.C. J., C.E. H., J.C.W., J.H.T.,
E.H.G., J.C.H., R.H.P., J.H.T., H.E.B.,
L.G.V., C.D.L., J.K.

Detroit. - 1 Milb. + Mack. (New)

(ab. 3 1/2 miles from J.D.H. devel.)

74' x 150' (over 1050' of store) - Landlord job. Rg. responsible for Kink.
air second, incl. in above cost. J.D.W. has store of over 1000' of store; our store would be similar size.

(Sloan L. Davidson, Max Kogen.)

Rent 15,000 min. plus 5% of sales over \$500 M.

We can cancel lease if we don't do \$4,000,000 in 1st 3 yrs
or any yr. thereafter if we don't do \$3,000,000 per yr. unless
they get a dept. store in this section (which of course,
we would favor.

No.

* 524 Det. - Harper's San Dyke.

39' x 100' store. - we are out of location.

Comp. + 3 wares + Reiner. - Federal Dept. store.

Comp. (6000 sq ft.)
* sales down \$500 this yr.

Lease expires 1953.

* Det out of lease; try for yr. by yr. lease. (?)

* 1226 Duluth, Minn. (Pop. 1044 M.) (K.D. Bin meet.)

Lost over \$10 M in 51.

@ 20 per wk. inc. in wages

Labor troubles. - Contract extended to June, 52, when they will
be back for more.

* 52: better stock situation; has increased sales 1st 2 mos. (8% inc.)

Vol. will prob. run \$170 M in 52; exp. sales inc. of ab. 10%.

Mgr. Dept. + Organization are now all enthused. - H.S.P.

Let it run this yr.